



# T.I.M.E. to THRIVE

Q3 FY22 Earnings Presentation

**MPS** Limited





# Disclaimer

This presentation contains forward-looking statements, inter-alia, to enable investors to comprehend Company's prospects and take informed investment decisions. This report and other statements - written and oral - that we periodically make, contain forward-looking statements that set out anticipated results based on the management's plans and assumptions. We have tried wherever possible to identify such statements by using words as 'anticipate', 'estimate', 'expects', 'projects', 'intends', 'plans', 'believes', and words of similar substance in connection with any discussion of future performance. We cannot guarantee that these forward-looking statements will be realized, although we believe we have been prudent in assumptions. The achievement of results is, inter-alia, subject to assumptions, risks, uncertainties, including but not limited to our ability to successfully conclude and integrate (potential) acquisition(s) and general regulatory and economic conditions affecting the industry. Should known or unknown risks or uncertainties materialize or should underlying assumptions prove inaccurate, actual results could vary materially from those anticipated, estimated, expected or projected. We undertake no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. Further this presentation may also contain references to findings of various reports available in public domain. We make no representations as to their accuracy or that we necessarily subscribe to those findings. Figures for previous periods / year have been regrouped, wherever necessary.

# Q3 FY 22 - Margins expand as Business Mix Settles

*Consolidated*

Metrics		FY'22 Q3	FY'21 Q3	FY'22 Q2
Revenue	FX Gain/Loss adjusted revenue (INR Lacs)	11,208	11,705	11,040
	Reported Revenue (INR Lacs)	11,211	11,619	11,021
Profit	EBITDA (INR Lacs)	3,247	3,272	3,061
	PBT (INR Lacs)	2,976	3,046	2,897
	PAT (INR Lacs)	2,199	1,791	2,166
Margin	EBITDA (%)	29.0%	28.2%	27.8%
	PBT (%)	26.5%	26.2%	26.3%
	PAT (%)	19.6%	15.4%	19.7%
Headcount	At the end of each reporting period in Nos.	2,647	2,694	2,692
EPS	Basic and Diluted EPS (INR)	12.18	9.90	12.00

*Total Cash and Cash equivalents (including investment in Mutual funds) as on 31-Dec-2021 are INR 271 Crores and INR 180 Crores as on 31-Mar-21.*

*The company has zero debt.*

# YTD Q3 FY 22 - Profitable Growth Momentum

*Consolidated*

Metrics		FY'22 YTD Q3	FY'21 YTD Q3
Revenue	FX Gain/Loss adjusted revenue (INR Lacs)	34,045	30,971
	Reported Revenue (INR Lacs)	33,947	30,830
Profit	EBITDA (INR Lacs)	9,452	7,821
	PBT (INR Lacs)	8,755	6,891
	PAT (INR Lacs)	6,506	4,567
Margin	EBITDA (%)	27.8%	25.4%
	PBT (%)	25.8%	22.4%
	PAT (%)	19.2%	14.8%
Headcount	At the end of each reporting period in Nos.	2,647	2,694
EPS	Basic and Diluted EPS (INR)	36.04	24.77

# Q3 FY22 - Healthier Business Metrics

*Consolidated*

	Metrics	FY'22 Q3	FY'21 Q3	FY'22 Q2
Currency Contribution (%)	USD	79%	78%	79%
	GBP	9%	12%	10%
	EURO	5%	4%	4%
	CHF	3%	2%	3%
	INR	2%	2%	2%
	Others	2%	2%	2%
Geographic Concentration	North America	57%	67%	67%
	UK/Europe	36%	28%	27%
	Rest of the World	7%	5%	6%
Debtors	DSO	61	71	55
Client Concentration	Client Billed	472	498	462
	Top 5 contribution	38%	34%	34%
	Top 10 contribution	51%	45%	46%
	Top 15 contribution	58%	53%	54%

Multiple entities of the same customer group have been considered as one client. Previous period numbers have been realigned to match the current period presentation.

# YTD Q3 FY22 - Improving Business Metrics

## Consolidated

Metrics		FY'22 YTD Q3	FY'21 YTD Q3
Currency Contribution (%)	USD	79%	79%
	GBP	9%	9%
	EURO	5%	5%
	CHF	3%	3%
	INR	2%	2%
	Others	2%	2%
Geographic Concentration	North America	64%	67%
	UK/Europe	30%	27%
	Rest of the World	6%	6%
Debtors	DSO	60	80
Client Concentration	Client Billed	601	674
	Top 5 contribution	35%	39%
	Top 10 contribution	48%	50%
	Top 15 contribution	56%	57%

Multiple entities of the same customer group have been considered as one client. Previous period numbers have been realigned to match the current period presentation.

# Financial Summary - Business Segments Compared Y-O-Y

Metrics		FY'22 Q3			FY'21 Q3		
		Content Solutions	Platform Solutions	eLearning Solutions	Content Solutions	Platform Solutions	eLearning Solutions
Revenue	FX Gain/Loss adjusted revenue (INR Lacs)	5,951	3,117	2,141	5,703	4,006	1,995
	Reported Revenue (INR Lacs)	5,955	3,098	2,158	5,653	3,956	2,010
Profit	Segment Result (INR Lacs)	1,878	1,089	265	1,862	1,367	-5
Margin	Segment Result (%)	31.6%	35.2%	12.2%	32.9%	34.6%	-0.2%
Headcount	At the end of each reporting period in Nos.	2,185	223	239	2,151	268	275

- The Un-allocable expenditure (Net of Un-allocable income) & Finance cost of INR 256 Lacs in FY22 Q3 (PY FY 21 Q3 INR 178 Lacs) is not identifiable to any of the reportable segments

# Financial Summary - Business Segments at Sequential Quarters

Metrics		FY'22 Q3			FY'22 Q2		
		Content Solutions	Platform Solutions	eLearning Solutions	Content Solutions	Platform Solutions	eLearning Solutions
Revenue	FX Gain/Loss adjusted revenue (INR Lacs)	5,951	3,117	2,140	6,186	2,974	1,880
	Reported Revenue (INR Lacs)	5,955	3,098	2,158	6,119	3,003	1,899
Profit	Segment Result (INR Lacs)	1,878	1,089	265	2,081	775	208
Margin	Segment Result (%)	31.6%	35.2%	12.2%	34.0%	25.8%	11.0%
Headcount	At the end of each reporting period in Nos.	2,185	223	239	2,221	234	237

- In Q1 FY 22, the composition of the business segments was realigned to reflect the changes in the internal organization structure and accordingly the segment revenue and results have been reclassified for all the reported periods.
- The Un-allocable expenditure (Net of Un-allocable income) & Finance cost of INR 256 Lacs in FY22 Q3 (FY 22 Q2 INR 167 Lacs) is not identifiable to any of the reportable segments.



# Financial Summary - Business Segments at YTD

Metrics		FY'22 YTD Q3			FY'21 YTD Q3		
		Content Solutions	Platform Solutions	eLearning Solutions	Content Solutions	Platform Solutions*	eLearning Solutions
Revenue	FX Gain/Loss adjusted revenue (INR Lacs)	18,341	9,459	6,245	16,450	9,028	5,494
	Reported Revenue (INR Lacs)	18,211	9,466	6,270	16,340	8,961	5,529
Profit	Segment Result (INR Lacs)	5,804	3,032	688	5,386	2,929	-356
Margin	Segment Result (%)	31.9%	32.0%	11.0%	33.0%	32.7%	-6.4%
Headcount	At the end of each reporting period in Nos.	2,185	223	239	2,151	268	275

- In Q1 FY 22, the composition of the business segments was realigned to reflect the changes in the internal organization structure and accordingly the segment revenue and results have been reclassified for all the reported periods.
- The Un-allocable expenditure (Net of Un-allocable income) & Finance cost of INR 769 Lacs in FY22 YTD Q3 (PY INR 1068 Lacs) is not identifiable to any of the reportable segments.

\*Platform Solutions include HighWire financial information for 6 Months from July' 2020 to Dec' 2020.

# Corporate Social Responsibility Update

Total CSR Spending is INR 40 Lacs for Q3 FY 22 and INR 120 Lacs for YTD Q3 FY 22.

- Girl's Education Project: We partner with an NGO, IIMPACT, to adopt teaching schools that provide quality education to girls from marginalized communities. We have supported a 100 centers that have 3,000 girls enrolled into the program.
- Impart Higher Values of Life: We provide financial assistance to Vedanta Cultural Foundation, a public charitable trust, to support their programs in the field of education, research, and welfare.
- Mental Healthcare: We partner with Sambandh Health Foundation to raise awareness about mental health and mental illness.
- Support for Physically Challenged Children: We provide financial assistance to Prem Charitable Trust, a registered charitable trust, to build homes for mentally retarded and physically handicapped children.
- Remedial Education to Students with Learning Disabilities: We work with REACH, Remedial Education and Centre for Holistic Development, to provide education to students with learning disabilities across all ages.

The background is a light cream color with a complex, abstract pattern of thin, overlapping lines in shades of light blue and green. These lines form various geometric shapes, including triangles, circles, and polygons, some of which are filled with a fine, grid-like texture. The overall effect is a subtle, modern, and technical aesthetic.

**Thank you.**

**Annexure - B****Details pursuant to the Regulation 30 of the Listing Regulations**

S.No.	Particulars	Details
1.	The amount and percentage of the turnover or revenue or income and net worth contributed by subsidiary of the Company during the last financial year;	HighWire North America LLC had Nil revenue and loss of USD 6200 during the period ended March 31, 2021. It had a Net worth of USD 243,800 as at March 31, 2021.
2.	Date on which the agreement for sale has been entered into.	Not Applicable
3.	The expected date of completion of dissolution	Under process of Voluntary dissolution. The subsidiary of the Company did not have any operations and revenue during current financial year and will cease to exist retrospectively with effect from December 21, 2021 upon the completion of dissolution process. The process is likely to be completed in next one month.
4.	Consideration received from such dissolution of the subsidiary;	Repayment of proceeds of Dissolution after completion of Voluntary dissolution
5.	Brief details of buyers and whether any of the buyers belong to the promoter/promoter group/group companies. If yes, details thereof;	Not Applicable
6.	Whether the transaction would fall within related party transactions?  If yes, whether the same is done at "arms length"	No
7.	Additionally, in case of a slump sale, indicative disclosures provided for Amalgamation/merger, shall be disclosed by the listed entity with respect to such slump sale.	Not Applicable